



# e.h.price

**First** in Quality, **First** in Service

[ehpricesales.com](http://ehpricesales.com)



# EH PRICE

## CORPORATE HISTORY

"Central to everything is service – taking care of our customers and the people in the business.

We were, and remain, a sales company. It's our heritage, because we treat our customers as part of the E.H. Price family."

Gerry Price,  
Chairman & Chief Executive Officer

After more than 70 years, E.H. Price remains a privately held family company whose founding principles of **business integrity, first class service, innovation and commitment to people** have never changed.

Our **dependable quality, customer support and reliable delivery** have made E.H. Price a market leader in **supplying Air Distribution, Industrial and Mechanical products**.

- Rigorous quality standards and relentless product line expansion provide our customers a **full system solution** for any project.
- Our knowledgeable team of sales representatives and engineering sales specialists are your partners in **designing, delivering and supporting** the right selections for your project.
- Our network of **13 stocking warehouses** across Canada will get your products on-site immediately.

Our **Vision** at E.H. Price has remained unchanged for decades: to earn our position as market leader by providing a superior service experience and being easy to do business with.

Each day we strive to live our corporate **Values** of:

- Integrity
- Team Spirit
- Innovation
- Mentorship
- Passion for Excellence







# A DEEP HERITAGE IN CANADIAN SALES

## Who We Are:

In 1946, founder and Professional Engineer Ernest Harry “Ernie” Price purchased the assets and rights to a Winnipeg agency business operated by Frank Chester; on June 24, 1949, the company was officially incorporated as E.H. Price Limited.

Ernie’s son Gerry Price joined the E.H. Price team in 1977 after completing his PhD in Mechanical Engineering and Applied Mechanics. Gerry became President and Chief Executive Officer in 1986.

## Where We Are:

E.H. Price began cross-country expansion in the 1950’s. To date, we have 19 locations nation-wide.

## How We Got Here:

- In 1961, a distinct and independent Manufacturing Division was created to produce certain air distribution products under license, which led to the development of Price Industries Limited.
- In 1970, a new laboratory launched to bolster sales/engineering support and product development. This laboratory quickly proved to be one of the greatest tools at our team’s disposal, becoming Winnipeg’s Price Research Center North (PRCN).
- In 1974, E.H. Price began representation with the Greenheck Fan Corporation, a relationship that would become the ideal template for representation of other leading manufacturers. This strategy has led us to partnerships with over 125 trusted suppliers.

“With seven decades in Canada, we have established a strong national presence and footprint. We strive to maintain our position as the industry’s “thought leader” on system design, especially as the industry evolves to new standards of energy efficiency and our manufacturers’ products evolve to match. Building on that foundation, along with our increasing array of Price manufactured products and top-tier manufacturer relationships, E.H. Price will continue to expand our expertise, design support and product offerings to grow and serve our customers better.”

Marty Maykut,  
Senior Vice President of Price  
Industries Ltd. and General  
Manager of E.H. Price



## OUR PRODUCT DIVISIONS

"E.H. Price's coast-to-coast distribution network and the breadth of our air distribution and mechanical product offering uniquely positions us as a natural partner to meet all of our customers' HVAC system requirements."

Rick Geyson,  
Senior Vice President of E.H. Price

### Air Distribution & Specialized Environment Products (Commercial)



The cornerstone of success for E.H. Price in Canada has always been our strength in supplying the commercial market with Grilles, Registers, Diffusers, Fans and much more.

- Dampers (Control, Backdraft, Fire, Smoke, Fire/Smoke)
- Diffusers
- Specialty Diffusers (Underfloor, Displacement, Nozzle, VAV)
- Louvers
- Kitchen Range Hoods
- Roof Curbs
- Vehicle Exhaust Extraction
- Air Curtains
- Commercial Fans
- Grilles
- Silencers
- Terminal Units
- Registers
- Controls

E.H. Price is an industry leader in the sales of HVAC-related products for highly specialized environments like Laboratories, Cleanrooms and Hospitals. We supply a full range of supply and exhaust equipment and controls needed to monitor both the equipment and the surroundings.

- Fume Hoods & Fume Hood Controls
- Containment Systems and Filters
- Laminar Flow Diffusers
- Stainless Steel Return Grilles
- Operating Room Systems
- Clean Room Ceilings
- Terminal Units
- Venturi Valves
- Laboratory & Healthcare Controls



## Industrial Products

E.H. Price's Industrial Division specializes in custom air solutions and related accessories for OEM, end-users and large industrial customers. We are constantly evolving and adapting to the requirements of this unique industry.

- Dust Collectors
- Industrial Silencers
- Compressor Products
- Industrial Fans
- Industrial Hoses
- Scrubbers
- Expansion Piping

## Mechanical Products

E.H. Price's Mechanical Division supplies and supports commercial HVAC systems to mechanical contractors, engineers and commercial building owners.

We integrate up-to-date technology and reliable, energy efficient products with knowledgeable support for all HVAC applications.

- |   |                             |
|---|-----------------------------|
| • Air Handlers                                | • Boilers                   |
| • Coils (Replacement, Booster, Heat Recovery) | • Chilled Beams             |
| • Energy/Heat Recovery Units                  | • Radiant Panels            |
| • Chillers                                    | • Heat Pumps                |
| • Humidifiers                                 | • Pumps                     |
| • Controls                                    | • Fan Coils                 |
| • Make-Up Air Units                           | • Hydronic Heat             |
| • Packaged Rooftop Units                      | • Furnaces                  |
| • Fluid Coolers                               | • Ventilators               |
| • Condensing Units                            | • Variable Frequency Drives |
| • Cooling Towers                              | • Starters                  |

"For almost 15 years, AAF Flanders has enjoyed a mutually rewarding relationship with E.H. Price's management and sales executives. Our two companies share the common goal of improving indoor air quality through high-end and innovative solutions, elevating the market as a whole. We look forward to continued success with E.H. Price in the future."

Shawn Windley,  
VP of High Purity Products, East  
AAF Flanders

"Greenheck remains thrilled to have the E.H. Price organization as our long-standing sales representative in Canada. Combining E.H. Price's strong track record of customer service together with our high-quality products and post-sale support, customers enjoy a unique and winning partnership that can bring high value to their project success."

Tim Kilgore,  
President, Sales & Marketing  
Greenheck



## WHAT MAKES US UNIQUE?

"Dedicated and experienced sales professionals, in combination with industry leading manufacturers, truly set E.H. Price apart from the competition. Without exception, each sales location across Canada is committed to providing unparalleled service and being the supplier of preference for a wide range of innovative products and complete HVAC solutions."

Rick Davies,  
Regional Vice President of  
Southern Alberta  
E.H. Price

E.H. Price's core differentiators are also the fundamentals of our business: a distinct service approach and one of the industry's most comprehensive product offerings.

By incorporating Engineering Sales as a fundamental component of our business and maintaining the trust of the engineering and contractor communities, E.H. Price has earned a reputation for integrity and for standing behind all of our products. We only represent leading, reliable and credible manufacturers and are well-known for growing the sales and market presence of the manufacturers we represent.

## Superior Support, From Design to Commissioning

Our **team of sales engineers and application specialists** provide in-house and on-site presentations, reviewing specific selection techniques and highlighting the unique features and performance benefits of E.H. Price's core products, along with customized training programs for design engineers, contractors and building owners.

Today, E.H. Price is one of the most powerful HVAC sales organizations in Canada, with **18 locations, 13 stocking warehouses** and an incredible team of **qualified HVAC professionals** coast to coast.



*Our branches function autonomously while drawing on the strength of shared national experience.*

## Extensive Product Offering & Manufacturer Relationships

Our three distinct product divisions work together to provide complete system packages and allow customers the convenience and cost efficiency of a “one-stop shop.”

**Our business relationships are as customizable as our system solutions.** Our branches function autonomously while drawing on the strength of shared national experience, and our partnership can be regional or coast-to-coast.

We view the investment of training our whole sales team to effectively represent our manufacturers as imperative. The individual features and benefits of each manufacturer's product line are incorporated into our dynamic sales strategies and matched to the most appropriate opportunities within each of our regions, ensuring precise objectives and remarkable results.

E.H. Price has aligned itself with many top-tier manufacturing companies such as:

**AAF | Flanders**

**FLOW SCIENCES, INC.**

**GREENHECK**  
Building Value in Air.

**acutherm**  
by **price**

**Honeywell**  
ANALYTICS

**Nederman**

**Panasonic**

**VMC GROUP**  
THE POWER OF TOGETHER

**price**

**DUCTSOX**  
Textile Air Dispersion Products

We are proud to offer  
**one of the industry's  
largest product  
offerings**, partnering  
with over 125  
trusted suppliers.

# Locations

## BRITISH COLUMBIA

### Kelowna

[www.ehpricekelowna.com](http://www.ehpricekelowna.com)  
[kelowna@ehpricesales.com](mailto:kelowna@ehpricesales.com)  
250.765.7226  
130 - 2375 Norris Rd. S  
Kelowna, British Columbia, V1X 8G7

### Vancouver

[www.ehpricevancouver.com](http://www.ehpricevancouver.com)  
[vancouver@ehpricesales.com](mailto:vancouver@ehpricesales.com)  
604.777.1712  
100-17717 65A Avenue  
Surrey, British Columbia, V3S 1Z8

### Victoria

[www.ehpricevictoria.com](http://www.ehpricevictoria.com)  
[victoria@ehpricesales.com](mailto:victoria@ehpricesales.com)  
250.475.1500  
475 Tennyson Place  
Victoria, British Columbia, V8Z 6S8

## ALBERTA

### Calgary

[www.ehpricecalgary.com](http://www.ehpricecalgary.com)  
[calgary@ehpricesales.com](mailto:calgary@ehpricesales.com)  
403.777.2790  
Bay 130, 2730 - 39th Ave NE  
Calgary, Alberta, T1Y 7H6

### Edmonton

[www.ehpriceedmonton.com](http://www.ehpriceedmonton.com)  
[edmonton@ehpricesales.com](mailto:edmonton@ehpricesales.com)  
780.477.9231  
13428 – 149 Street N.W., Unit 113  
Edmonton, Alberta, T5V 0B7

## SASKATCHEWAN

### Regina

[www.ehpriceregina.com](http://www.ehpriceregina.com)  
[regina@ehpricesales.com](mailto:regina@ehpricesales.com)  
306.525.2367  
703 Toronto Street  
Regina, Saskatchewan, S4R 8G1

### Saskatoon

[www.ehpricesaskatoon.com](http://www.ehpricesaskatoon.com)  
[saskatoon@ehpricesales.com](mailto:saskatoon@ehpricesales.com)  
306.931.3316  
#500 – 3530 Millar Avenue  
Saskatoon, Saskatchewan, S7P 0B6

## MANITOBA

### Winnipeg

[www.ehpricewinnipeg.com](http://www.ehpricewinnipeg.com)  
[winnipeg@ehpricesales.com](mailto:winnipeg@ehpricesales.com)  
204.982.2222  
13 Terracon Place  
Winnipeg, Manitoba, R2J 4B3

## ONTARIO

### Thunder Bay

[www.ehpricethunderbay.com](http://www.ehpricethunderbay.com)  
[thunderbay@ehpricesales.com](mailto:thunderbay@ehpricesales.com)  
807.622.3311  
660 Balmoral Street – Unit C  
Thunder Bay, Ontario, P7C 5G9

### London

[www.ehpricesouthwesternontario.com](http://www.ehpricesouthwesternontario.com)  
[london@ehpricesales.com](mailto:london@ehpricesales.com)  
519.451.5100  
6-2351 Huron Street  
London, Ontario, N5V 0A8

### Cambridge

[www.ehpricesouthwesternontario.com](http://www.ehpricesouthwesternontario.com)  
[cambridge@ehpricesales.com](mailto:cambridge@ehpricesales.com)  
519.653.9470  
75 Saltsman Drive, Unit 8  
Cambridge, Ontario, N3H 4R7

### Hamilton

[www.ehpricehamilton.com](http://www.ehpricehamilton.com)  
[hamilton@ehpricesales.com](mailto:hamilton@ehpricesales.com)  
905.383.3599  
70 Unsworth Drive, Unit #11  
Hamilton, Ontario, L8W 3K4

### Toronto

[www.ehpricetoronto.com](http://www.ehpricetoronto.com)  
[toronto@ehpricesales.com](mailto:toronto@ehpricesales.com)  
905.669.8988  
571 Chrislea Road, Unit 3  
Woodbridge, Ontario, L4L 8A2

### Oshawa

[www.ehpriceoshawa.com](http://www.ehpriceoshawa.com)  
[oshawa@ehpricesales.com](mailto:oshawa@ehpricesales.com)  
905.669.8988  
500 Wentworth Street East, Unit 12  
Oshawa, Ontario, L1H 3V9

### Ottawa

[www.ehpriceottawa.com](http://www.ehpriceottawa.com)  
[ottawa@ehpricesales.com](mailto:ottawa@ehpricesales.com)  
613.725.2029  
3236 Hawthorne Road  
Ottawa, Ontario, K1G 3W9

## QUEBEC

### Montréal

[www.ehpricemontreal.com](http://www.ehpricemontreal.com)  
[montreal@ehpricesales.com](mailto:montreal@ehpricesales.com)  
514.334.9804  
4645 rue Louis-B.-Mayer  
Laval, Québec, H7P 6G5

### Quebec

[www.ehpricequebec.com](http://www.ehpricequebec.com)  
[quebec@ehpricesales.com](mailto:quebec@ehpricesales.com)  
418.622.9946  
4600, Boul. Henri-Bourassa, Suite 140  
Quebec, Québec, G1H 3A5

## ATLANTIC

### Dartmouth

[www.ehpricedartmouth.com](http://www.ehpricedartmouth.com)  
[dartmouth@ehpricesales.com](mailto:dartmouth@ehpricesales.com)  
902.468.1310  
420 Higney Avenue  
Dartmouth, Nova Scotia, B3B 0L4

### Moncton

[www.ehpricemoncton.com](http://www.ehpricemoncton.com)  
[moncton@ehpricesales.com](mailto:moncton@ehpricesales.com)  
506.800.8062  
255 Collishaw Street  
Moncton, New Brunswick, E1C 9P9

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